



2016 LCID AFLCMC Office of Small Business

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Who We Are



AFLCMC... Providing the Warfighter's Edge



PUTTING
INNOVATION, EFFICIENCY & AGILITY
TO WORK IN SUPPORT OF THE AIR FORCE MISSION

- **AFLCMC Small Business Office Mission:**
 - *Maximize opportunities for small businesses to deliver technology and innovative solutions to meet warfighter needs **while ensuring easy access to small business alternatives***
- **Align with AFMC Mission:**
 - *Create and deliver strategies that bring innovative, agile and efficient small business solutions to the Air Force to fly, fight and win in air, space and cyberspace*



What We Do



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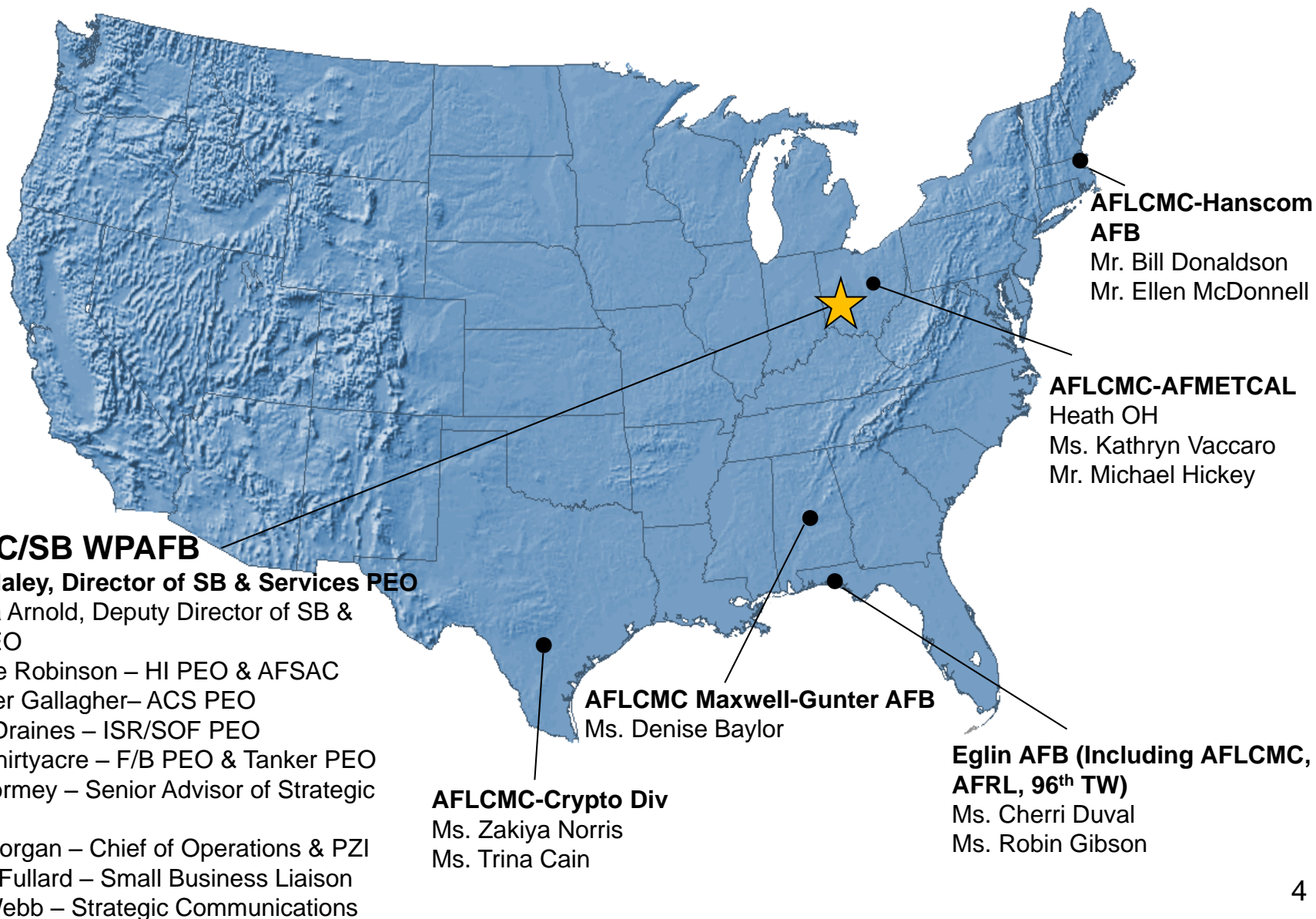
- **Core purpose of AFLCMC SB Office: *Support the Warfighter***
 - **Encourage program offices to seek & consider small businesses**
- **Counsel Contractors**
 - **Advise on AFLCMC needs**
 - **Coordinate inquiries and guidance requests**
- **Promote effective In-Reach & Outreach Programs**
- **Advocate for the mission while promoting small business alternatives**



AFLCMC Small Business Offices



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AFLCMC/SB Focus Areas



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- **COLLECT**
 - Meaningful metrics to better inform market research to influence acquisitions across AFLCMC
- **CONNECT**
 - Small Businesses to the Government
 - SB subcontractors to LB primes
- **COLLABORATE**
 - Work together to develop better strategic solutions



Where We Were 2015

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18-Month Initiatives

- **Events on Public Calendar**
 - AFLCMC happenings throughout all geographic locations
- **Procurement Forecasting**
 - More insight into AFLCMC opps = Better Teams/Proposals
- **SB Capability Catalog**
 - Indexing of contractor capabilities as ready-source for teams doing market research
- **Collaboration with AFRL**
 - Provide more fielding opportunities outside SBIR
 - Reduce up-front development costs of AFLCMC acquisitions
- **Collaboration with Large Businesses**
 - Work more directly with the OEMs/LBs to promote win-win solutions for LB, SB, and Warfighter



Where We Are 2016



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Current Status

- **Market Research**
- **Events on Public Calendar**
- **Schedule of SB opportunities**
- **SB Capability Catalog**
- **Collaboration with AFRL**



Where We Going 2017-2018



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Notional 18-Month Initiatives

- **Reduced Review Timelines**
- **More Robust Forecasting**
 - Better proposals from industry
 - Less bridging
 - Better workload assessments
- **Greater Connections**
 - More Sub to Prime connection avenues
 - More encouragement for working-level government to network with industry
- **Ongoing Collaborations with AFRL**



Questions?